

From: SCARLSON--VCH0021A
To: LPOLLAK --VUS0212A Lee Pollak

Date and time 09.28.93 16:18:54

From: Stig Carlson
To : Lee Pollak
Subject: HWL - China/Africa

We have for some while anticipated moves, especially in Africa, on the HWL front. Almost all signals have been this is a strictly competitive move, ie HWL's make parallel imports more difficult. Wendy Burrell has kindly assisted in probing some of our main competitors. The below message from Africa shows there is now a formal "reason why" for a renewed HWL policy by some competitors.

I would much appreciate if you could update me on HWL's for China and our PM policy.

Best regards, Stig

*** Forwarding note from RSHERIF --VCH0021A 28.09.93 16:12 ***

To: NHALIM --VCH0021A K. Ian Ferguson HARDCOPY--#PRINTER
SCARLSON--VCH0021A Stig Carlson

From: Rand A. Sherif
To : S. Carlson cc: KIF
Subject: HWL - China/Africa

During an AWG meeting on September 23, BAT and RI informed me that they were re-questioning whether they will put HWL's on their packs in Africa, in view of PM's decision to remove HWLs on packs for China. I advised that we had no plans to remove the HWLs on packs in Africa.

Please can you find out what the situation really is in China and related markets.

Thanks,
Rand Sherif
(sent in his absence)

cc: MFIRESTO--VCH0021A Marc Firestone AREIMAN --VCH0021A Andre Reiman
WBURRELL--VUS0212A Wendy Burrell

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